### INTERNATIONAL TRADE ADMINISTRATION

The International Trade Administration (ITA) strives to increase the competitiveness of U.S. businesses in the world economy by promoting U.S. exports, fighting unfair foreign trade barriers, and negotiating and implementing multilateral and bilateral trade agreements. ITA's objectives are accomplished through the following five program areas:

**Trade Development (TD)** is the home of the Advocacy Center and the Department's advocacy program on behalf of U.S. industry in the global competition for overseas contracts. Through such programs as the Trade Information Center (1-800-USA TRADE), TD uses its unique industry sector expertise to counsel American businesses and promote trade. TD is responsible for negotiating and enforcing industry sector trade agreements such as those on autos, textiles and aircraft.

Market Access and Compliance (MAC) identifies market access barriers and the means to overcome them, assists in the formulation of U.S. bilateral and multilateral trade policies to achieve greater market access, and provides counseling and assistance to U.S. businesses seeking access to markets in specific countries or regions. Through the Trade Compliance Center (TCC), ITA systematically monitors, investigates, and evaluates foreign compliance with multilateral, bilateral, and other international trade agreements.

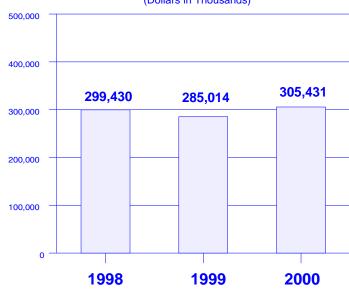
**Import Administration (IA)** defends American firms from injurious practices by administering the U.S. antidumping and



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### **ITA Funding**

(Dollars in Thousands)



countervailing duty laws in a manner consistent with U.S. international obligations.

The United States and Foreign Commercial Service (US&FCS) provides export counseling and export promotion services to U.S. businesses through a network of offices in 47 states, Puerto Rico and 84 foreign countries. The US&FCS develops and distributes information products and conducts trade shows and trade fairs overseas.

Administration and Executive Direction provides policy leadership and administrative services for ITA's four other subdivisions, including office automation and information technology support systems, human resources services, financial management, and general administrative assistance.

For FY 2000, ITA's budget supports the following four Secretarial Initiatives:

Statistical Infrastructure - ITA will continue to provide American businesses, governmental units, and the general public with statistical information necessary to improve their ability to export. In FY 2000, ITA will expand its trade statistics effort by strengthening tourism industry statistics.

Broadening Trade - ITA will increase its efforts to assist U.S. firms to become exporters, aid exporters in entering new

markets or increase exports in established markets, protect U.S. firms from unfair foreign competition, and ensure that American firms reap the benefits of approximately 250 international trade agreements. In FY 2000, ITA will: further aid U.S. firms to enter selected emerging markets such in sub-Sahara Africa and Latin America; expand the United States and Foreign Commercial Service's presence in the Asia/Pacific region; aggressively enforce the Nation's trade compliance agreements, enhance market access programs, with emphasis on implementing the Uruguay Round Agreements Act and defending U.S. AD/CVD decisions when challenged through the WTO dispute settlement process by foreign interests; improve efforts in the area of worldwide standards development; and enhance efforts in trade education and outreach.

Digital Department - Efforts within this Secretarial Initiative include automation of information and services for exporters and potential exporters, and electronic commerce expansion. In FY 2000, ITA will greatly expand its use of electronic commerce methodologies to improve service delivery and better assist small and medium-sized enterprises to use electronic commerce to increase exports. Additionally, ITA will assist exporters by bringing the U.S. Government's tariff/ taxes and customs information services for exporters up-to-

date and on par with those offered by the European Commission to European exporters.

Clean Financial Audits - ITA will continue to move forward in its efforts to attain a clean financial audit. In FY 2000, ITA intends to be fully up and running on new personal property and accounting systems which will greatly enhance its ability to obtain an unqualified opinion.

For FY 2000, ITA has identified a series of performance measures which can be used to assess the impact of its program activities. This list of measures focuses on ITA's priority programs and is not intended to cover every dollar in ITA's budget. In addition, the list of measures can be expected to evolve over time, as ITA, its programs, the Department of Commerce, and the Federal Government as a whole continue to refine and enhance their capacity to develop performance measures, to use performance measurement as a key management tool, and fully implement the GPRA. Most measures cut across ITA organizational lines, and thus the list contains mostly functional (rather than organizational) activities. A more detailed presentation of goals, objectives, and performance measures is found in the Department's Annual Performance Plan and ITA's budget justification.

#### **Measures and Targets Summary**

<u>Goal</u>	<u>Measure</u>	<u>Target</u>
Enforce U.S. trade laws and agreements to promote free and fair trade	Dollar Value of Market Openings	38% increase over FY 1999
Increase the number of small business exporters	New-to-Export Firms	3% increase over FY 1999
Implement the President's National Export Strategy in conjunction with the Trade Promotion Coordinating Committee (TPCC)	New-to-Market Firms	3% increase over FY 1999
	Counseling Sessions	1% increase over FY 1999
Strengthen and institutionalize ITA's trade promotion and trade advocacy efforts	Dollar Value of Gross Exports Supported	5% increase over FY 1999

## **SUMMARY OF APPROPRIATIONS**

(Dollars in Thousands)

### **Funding Levels**

			2000	Increase
Appropriation, Gross	<u>1998</u>	<u>1999</u>	<b>Estimate</b>	(Decrease)
Operations and Administration	\$283,066	\$286,264	\$308,431	\$22,167
Anticipated fee collections	0	(1,600)	(3,000)	(1,400)
Transfer of Y2K funds from GA		350	0	(350)
ICASS Transfer from State Dept. (P.L. 105-119)	6,879	0	0	0
Transfer from AID (P.L. 87-95)	9,635	0	0	0
Transfer to AID (P.L. 87-95)	(150)	0	0	0
TOTAL BUDGET AUTHORITY	299,430	285,014	305,431	20,417
PERMANENT POSITIONS				
Operations and Administration	2,464	2518	2654	136
Reimbursable	20	30	30	0
Total	2,484	2,548	2,684	136

## **HIGHLIGHTS OF BUDGET CHANGES**

# **APPROPRIATION: Operations and Administration**

### Summary of Requirements

	<u>Detailed</u>		Summary		
	Perm Pos	<u>Amount</u>	Perm Pos	<u>Amount</u>	
1999 Enacted			2,518	\$285,014	
Adjustments to Base					
Adjustments:					
Non-recurring items					
Anticipated fee collection				(1,400)	
Restoration for FSN Voluntary Trust Fund				10,493	
Restoration of Carryover				6,000	
Grants				(10,755)	
Y2 K Funds				(350)	
Other Changes	0	<b>#4.000</b>			
1999 Pay raise	0	\$1,083			
2000 Pay raise	0	4,073			
Payment to the Working Capital Fund	0 0	255 903			
Full year cost in FY 2000 of positions financed in FY 1999 Within-grade step increases	0	1,059			
Civil Service Retirement System(CSRS)	0	(138)			
Federal Employees' Retirement System(FERS)	0	150			
Thrift Savings Plan	0	23			
Federal Insurance Contributions Act (FICA) -OASDI	0	127			
Health insurance	0	280			
Employees' Compensation Fund	0	255			
Rent payments to GSA	0	368			
Postage	0	55			
FTS	0	32			
Printing and reproduction	0	60			
Other services:					
Working Capital Fund	0	2,931			
Commerce Administrative Management System (CAMS)	0	(1,280)			
NARA Storage and Maintenance	0	17			
Overseas wage increases	0	736			
Overseas price increases	0	250			
General Pricing Level Adjustment	0	560		44 =00	
Subtotal, other cost changes			0	11,799	
Less Amount Absorbed			0	(19,304)	
TOTAL, ADJUSTMENTS TO BASE			0	(3,517)	
2000 Base			2,518	281,497	
Program Changes			136	23,934	
2000 NET APPROPRIATION			2,654	305,431	
Anticipated Fee Collection			0	3,000	
2000 GROSS APPROPRIATION			2,654	308,431	

#### Comparison by Activity

	1999 Currer	ntly Avail	2000 B	ase	2000 Esti	mate	Increase / [	Decrease
DIRECT OBLIGATIONS	Perm Pos	<u>Amount</u>	Perm Pos	<u>Amount</u>	Perm Pos	<u>Amount</u>	Perm Pos	<u>Amount</u>
Trade Development	445	\$59,990	445	\$47,432	462	\$50,432	17	\$3,000
Market Access and Compliance	197	25,287	197	18,149	224	22,549	27	4,400
Import Administration	344	31,327	344	31,420	368	33,154	24	1,734
U.S. & Foreign Commercial Service	1,389	181,690	1,389	169,398	1,457	183,198	68	13,800
Administration	143	13,328	143	15,098	143	16,098	0	1,000
TOTAL DIRECT OBLIGATIONS	2,518	311,622	2,518	281,497	2,654	305,431	136	23,934
REIMBURSABLE OBLIGATIONS	30	27,600	30	29,000	30	29,000	0	0
TOTAL OBLIGATIONS	2,548	339,222	2,548	310,497	2,684	334,431	136	23,934
FINANCING								
Unobligated balance, start of year		(16,115)				0		
Unobligated balance, transferred		(10,493)				0		
Offsetting collections from:								
Federal funds		0				0		
Non-Federal sources	(30)	(27,600)	_		(30)	(29,000)		
Subtotal, financing	(30)	(54,208)			(30)	(29,000)		
TOTAL BUDGET AUTHORITY	2,518	285,014			2,654	305,431		
Transferred from other accounts		(350)	_				1	
NET APPROPRIATION	2,518	284,664			2,654	305,431		
Anticipated Fee Collections	0	1,600	)		0	3,000		
GROSS APPROPRIATION	2,518	286,264	- 		2,654	308,431	ı	

### **Highlights of Program Changes**

		<u>Base</u>	Increase I	Increase / Decrease		
	Permanent Positions	<u>Amount</u>	Permanent Positions	<u>Amount</u>		
Trade Development	445	\$47.432	+17	+\$3,000		

TD will improve the collection of travel and tourism statistics by enhancing the In-Flight Survey of International Air Travelers, and assisting in developing a permanent set of accounts for the Nation's Travel and Tourism Satellite Accounts (0 pos.; +\$500). Working with NIST, PTO and the Office of General Counsel's Commercial Law Development, TD will institute training programs in emerging economies on intellectual property rights, measurements, standards, financial services and commercial law (+13 pos.; +\$2,000). TD will assist exporters by bringing the U.S. Government's tariff/taxes and customs information up to date and on-line so that information services will be on par with the those offered by the European Commission to European exporters (+4 pos.; +\$500).

Market Access and Compliance 197 18,149 +27 +4,400

To ensure that market access problems are quickly addressed, MAC will establish a mobile "strike force" team to work directly with embassy staff in countries with the most egregious trade barriers (+12 pos.; +\$2,700). MAC will enhance compliance and monitoring of approximately 250 bilateral, regional and multilateral trade agreements to ensure that American businesses, especially small and medium-sized enterprises, reap the benefits of these agreements (+15 pos.; +\$1,700).

<u>Import Administration</u> 344 31,420 +24 +1,734

This increase allows ITA to vigorously implement the Uruguay Round Agreements Act subsidies enforcement activities to address foreign subsides affecting U.S. firms in foreign markets (13 pos.; \$1,100). Funding also allows IA to respond to dispute settlement challenges brought before the World Trade Organization (WTO) (+11 pos.; +\$634).

United States Foreign & Commercial Service 1,389 169,398 +68 +13,800

US&FCS will broaden trade opportunities and capitalize on the long term potential of under-served markets by selectively expanding overseas offices in Africa (+24 pos.; +\$4,200), Latin America (+16 pos.; +\$2,000), and Asia (+20 pos.; +\$4,600). Early entrance into these markets will place ITA in a pivotal position to ensure that the developing commercial infrastructure in these markets is favorable to trade. To reduce trade barriers, influence international standards, and level the playing field for U.S. sales and exports, ITA will establish new standards attaches in Russia, China and South Africa (+6 pos.; +\$1,000). ITA's U.S. Export Assistance Centers and NIST's Manufacturing Extension Partnership (MEP) will establish formal links and draw on each other's expertise to help small manufacturing firms understand foreign market opportunities and requirements for market entry (+2 pos.; +\$2,000).

Executive Direction/Administration 143 15,098 0 +1,000

ITA will implement the Department of the Interior's Federal Financial System and ensure that ITA financial data are recorded in accordance with financial management requirements of the Chief Financial Officers (CFO) Act. ITA will also assure that personal property is inventoried and recorded in accordance with the CFO Act.(0 pos.; +\$1,000).

#### Reimbursable ITA Fee Proposal

ITA proposes to raise \$3.0 million in additional fees above the FY 1998 level of which \$1.6 million was increased in FY 1999 and \$1.4 million will be increased in FY 2000.